

SECURITIES AN

Washington, D.C. 20549

#### **ANNUAL AUDITED REPORT** FORM X-17A-5 PART III

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Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	01/01/03		_ AND ENDING_	12/31	/03
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865 South Figueroa St	reet, Sui	te 334	0		
	(No. and	Street)			
Los Angeles, CA 90017	7				
(City)	(	State)		(Zip Code)	
NAME AND TELEPHONE NUMBER OF PER Suzana Su	SON TO CONT	ACT IN RI	EGARD TO THIS I	REPORT (213)	488-5131
				(Area Co	de – Telephone Number)
B. ACCO	UNTANT ID	ENTIFIC	CATION		
Windes & McClaughry A	·	cy Corp	oration		ν.
111 W. Ocean Bouleva	rd, 22nd	Floor,	Long Beach,	CA 90	802
(Address)	(City)		(State	)	(Zip Code)
CHECK ONE:					
☐ Certified Public Accountant			,		
☐ Public Accountant					- AFRCEN
Accountant not resident in Unite	d States or any	of its posses	ssions.	P	ROCESSED
	OR OFFICIA	L USE OI	NLY	4	MAR 23 2004
					THOMSON FINANCIAL

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accounta must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2

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SEC 1410 (06-02)

#### OATH OR AFFIRMATION

	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial s  American Eastern Securiti	statement and supporting schedules pertaining to the firm of
	, 20 03 , are true and correct. I further swear (or affirm) that ipal officer or director has any proprietary interest in any account
None	
Commission # 1351460 Notary Public - California Los Aingeles County My Comm. Expires Apr 15, 2006  Motary Public	Signature  Vice President  Title
Computation for Determination of the Reserve  (k) A Reconciliation between the audited and una consolidation.  (l) An Oath or Affirmation.  (m) A copy of the SIPC Supplemental Report.	or Partners' or Sole Proprietors' Capital.  Ited to Claims of Creditors.  equirements Pursuant to Rule 15c3-3.
**For conditions of confidential treatment of certain p	portions of this filing, see section 240.17a-5(e)(3).

FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

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& Consultants

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors American Eastern Securities, Inc.

We have audited the accompanying statements of financial condition of American Eastern Securities, Inc. (the Company), as of December 31, 2003 and 2002, and the related statements of operations, changes in stockholders' equity, and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of American Eastern Securities, Inc., as of December 31, 2003 and 2002, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Long Beach, California January 30, 2004

Winder & Mc Claryly

#### STATEMENTS OF FINANCIAL CONDITION

#### **ASSETS**

	Decem	ber 31,
	2003	2002
ASSETS	ф. 24.42 <b>.</b>	A 20.051
Cash	\$ 31,437	\$ 39,051
Deposits with clearing brokers	258,904	283,220
Receivable from clearing brokers	59,725	27,477
Other receivables	24,172	91,391
Income tax receivable, net		63,245
Securities owned, at market value	194,958	28,832
Other investments	311,845	108,831
Notes receivable	149,855	100,562
Fixed assets	13,034	17,065
Prepaid expenses	10,563	19,650
Deferred income taxes		28,500
Other assets	8,968	8,076
TOTAL ASSETS	<u>\$1,063,461</u>	\$ 815,900
LIABILITIES AND STOCKHOLDE	CRS' EQUITY	
LIABILITIES		
Commission rebates payable	\$ 24,564	\$ 9,637
Accounts payable	19,269	7,823
Accrued liabilities	80,794	44,401
Income taxes payable	43,169	13,474
Other liabilities	23,623	
Deferred income taxes	49,300	
	240,719	75,335
COMMITMENTS AND CONTINGENCIES (Note 7)		
STOCKHOLDERS' EQUITY		
Preferred stock, no par value; authorized		
500,000 shares		100,000
Common stock, no par value; authorized 500,000		
shares	47,600	47,600
Additional paid-in capital	464,319	464,319
Retained earnings	310,823	128,646
	822,742	740,565
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$1,063,461	\$ 815,900

#### STATEMENTS OF OPERATIONS

	For the Year Ended			
	Decen	nber 31,		
•	2003	2002		
REVENUES				
Commissions	\$ 579,225	\$ 439,852		
Interest	177,839	221,651		
Wrap fee income	38,942	79,595		
Consulting income	334,408	167,525		
Investment gains (losses)	208,786	( 62,312)		
Other income	<u>396,911</u>	320,787		
	1,736,111	1,167,098		
EXPENSES				
Commission expense	257,760	201,897		
Clearing costs	125,850	139,435		
Employee compensation and benefits	539,125	539,476		
Interest rebates	354	9,582		
Professional fees	94,003	154,481		
Rent expense	122,477	124,600		
Depreciation and amortization	5,531	7,663		
Regulatory fees and expenses	11,643	16,730		
Other operating expenses	270,685	311,474		
	1,427,428	1,505,338		
INCOME (LOSS) BEFORE PROVISION (CREDIT)				
FOR INCOME TAXES	308,683	( 338,240)		
PROVISION (CREDIT) FOR INCOME TAXES	126,506	(122,800)		
NET INCOME (LOSS)	<u>\$ 182,177</u>	( <u>\$ 215,440</u> )		

## STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY FOR THE YEARS ENDED DECEMBER 31, 2003 AND 2002

					Additional		
	Prefer Shares	red Stock Amount		on Stock Amount	Paid-In Capital	Retained Earnings	Total
Balance, January 1, 2002	2	\$100,000	4	\$ 47,600	\$ 464,319	\$ 344,086	\$ 956,005
Net loss						(_215,440)	( 215,440)
Balance, December 31, 200	2 2	100,000	4	47,600	464,319	128,646	740,565
Redemption of Preferred stock	( 2)	( 100,000)	•				( 100,000)
Net income						182,177	182,177
Balance, December 31, 200	3 <u>None</u>	<u>None</u>	_4	<u>\$ 47,600</u>	<u>\$ 464,319</u>	\$ 310,823	<u>\$ 822,742</u>

#### STATEMENTS OF CASH FLOWS

CASH FLOWS FROM OPERATING ACTIVITIES 2003 2	ded
Net income (loss) \$ 182,177 (\$ 2 Adjustment to reconcile net income (loss) to net cash used in operating activities:  Limited liability company (income) loss (272,697)  Securities received for consulting services (8,774)  Depreciation and amortization 5,531  Loss on sale of other investment	002
Limited liability company (income) loss  Securities received for consulting services  Depreciation and amortization  Loss on sale of other investment  ( 272,697)  ( 8,774)  5,531	215,440)
Loss on sale of other investment	23,121
Deferred income taxes 17.000 1	7,663 34,709 15,700)
(Increase) decrease in operating assets:  Deposits with clearing brokers  24,316	41,060
Receivable from clearing brokers (32,248) Other receivables (32,781)	45,053 10,673
Income tax receivable, net 63,245 ( Securities owned (157,352)	63,245) 4,480
Prepaid expenses 9,087 ( Other assets (892)	2,094) 13,216
Increase (decrease) in operating liabilities:  Commission rebates payable  Accounts payable  14,927  11,446	12,265) 4,055
Accrued liabilities 36,393 ( Interest rebate payable (	34,166) 1,773)
Income taxes payable 29,695 ( Other liabilities 23,623 (	37,026) 12,480)
Net Cash Used In Operating Activities $(26,504)$ $(26,504)$ CASH FLOWS FROM INVESTING ACTIVITIES	<u>210,159</u> )
Issuance of notes receivable (79,096) (Collection on notes receivable 29,803	17,633) 42,813
Purchases of fixed assets (1,500) (Distributions from limited liability company 69,683 1 Proceeds from sale of limited liability company	2,668) 100,000 39,671
	162,183
NET CHANGE IN CASH (7,614) (	47,976)
CASH AT BEGINNING OF YEAR       39,051         CASH AT END OF YEAR       \$ 31,437	87,027 39,051

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

#### NOTE 1 - Nature of Business and Summary of Significant Accounting Policies

#### Nature of Business

American Eastern Securities, Inc. (the "Company") was incorporated in the State of California. The Company is a registered broker-dealer under the Securities and Exchange Act of 1934 and is a member of the National Association of Securities Dealers, Inc.

The Company introduces its customers to a clearing broker on a fully disclosed basis and, accordingly, is exempt from Rule 15c3-3 of the Securities and Exchange Commission.

#### Summary of Significant Accounting Policies

#### Cash

Cash includes account balances in banks and cash balances at brokers.

The Company maintains bank balances which, at times, may exceed federally insured amounts. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant risk on these accounts.

#### Depreciation and Amortization

Equipment and office furniture are depreciated using accelerated methods over estimated useful lives of five and seven years, respectively. Leasehold improvements are amortized using an accelerated method over the term of the lease.

#### Securities Transactions

Proprietary securities transactions in regular-way trades are recorded on the trade date, as if they had settled. Profit and loss arising from all securities and commodities transactions entered into for the account and risk of the Company are recorded on a trade-date basis. Investment gains and losses, which are composed of both realized and unrealized gains and losses, are presented net on the statements of operations.

Amounts receivable and payable for securities transactions that have not reached their contractual settlement date are recorded net on the statements of financial condition.

Marketable securities are valued at market value, and securities not readily marketable are valued at cost, which approximates fair value.

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

### NOTE 1 - Nature of Business and Summary of Significant Accounting Policies (Continued)

#### Commission Revenue and Expense Recognition

The Company records commission revenues and expenses on a trade-date basis as security transactions occur. Additionally, the Company records interest revenue and rebate expense from transactions associated with customer account balances.

#### Provision for Income Taxes and Deferred Income Taxes

Income taxes are provided for the effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes related primarily to differences between the basis of certain assets and liabilities for financial and income tax reporting. The deferred tax assets and liabilities represent the future tax return consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled.

Deferred income tax assets or liabilities are attributable to temporary differences resulting from the amount of the current year's California Franchise Tax, unrealized trading gains and losses, state net operating loss (NOL) carryforwards, and temporary differences between book and tax depreciation methods.

#### Use of Estimates and Assumptions

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **NOTE 2 – Other Investment**

Other investments include the Company's investment in Luminus Capital, LLC (LLC), which is reported under the equity method at the fair market value of the underlying net assets. The Company is the managing member of LLC. At December 31, 2003 and 2002, the Company held an approximate 2.0% and 1.4% interest, respectively, in LLC. The net income (loss) for 2003 and 2002 was approximately \$42,000 and (\$23,100), respectively, and is included in investment gains and losses on the statements of operations.

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

#### NOTE 2 – Other Investment (Continued)

As the managing member of LLC, the Company receives both a management fee and a performance fee. The management fee was approximately \$96,000 and \$129,800 for 2003 and 2002, respectively, and is reported as an expense on LLC's financial statements. The performance fee was approximately \$230,200 for 2003; there was no performance fee for 2002. The performance fee is a preferred allocation of members' capital to the managing member, and is based upon the net increase in the net asset value of LLC. Both the management fee and performance fee totaled approximately \$326,200 and \$129,800 for 2003 and 2002, respectively, and are included in other income on the statements of operations. The Company, up until June 30, 2003, paid the LLC fund manager a portion of these fees, which for 2003 and 2002 totaled approximately \$38,800 and \$86,500, respectively. These expenses are included in other operating expenses on the statements of operations. Beginning July 1, 2003, the LLC is paying the fund manager directly and the Company's fees are net of the fund manager fee.

The financial position and results of operations of the Company's equity-based investment is summarized below:

	Decen	nber 31,
	2003	2002
	(Unaudited)	(Unaudited)
Cash and cash equivalents	\$ 5,476,000	\$ 3,740,500
Due from broker/dealer	2,198,000	2,801,000
Marketable securities, at fair market value	10,949,000	3,752,000
	<u>\$18,623,000</u>	<u>\$10,293,500</u>
Investments – short	\$ 2,225,500	\$ 2,567,000
Other liabilities	767,000	109,500
Members' capital	15,630,500	7,617,000
	<u>\$18,623,000</u>	<u>\$10,293,500</u>
		ear Ended aber 31,
	2003	2002
	(Unaudited)	(Unaudited)
Income (loss)	\$ 3,384,000	(\$ 934,400)
Expense	205,000	206,000
Net income (loss)	\$ 3,179,000	(\$ 1,140,400)

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

#### **NOTE 3 - Securities Owned**

Securities owned consists of trading securities at market value, as follows:

	December 31,			
		2003		2002
Common stocks	\$	174,803	\$	9,435
Mutual funds		3,355		2,597
Warrants		16,800		16,800
	<u>\$</u>	194,958	\$	28,832

#### **NOTE 4 – Fixed Assets**

Fixed assets consists of the following:

	December 31,			1,
		2003		2002
Leasehold improvements	\$	14,745	\$	14,745
Computer equipment		37,289		35,789
Machinery and equipment		3,923		3,923
Furniture and fixtures		12,031		12,031
		67,988		66,488
Less: accumulated depreciation				
and amortization	<del></del>	54,954		49,423
	<u>\$</u>	13,034	\$	17,065

#### NOTE 5 - Profit Sharing Plan

The Company has a qualified defined contribution retirement plan covering substantially all of its employees. The plan provides for discretionary employer profit sharing contributions and employee elective deferrals. The Company contributed \$50,000 for the year ended December 31, 2003 and there was no contribution for the year ended December 31, 2002.

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

#### **NOTE 6 – Provision (Credit) for Income Taxes**

The provision (credit) for income taxes consists of the following:

		For the Year Ended December 31,				
		2003		2002		
Currently receivable			(\$	107,900)		
Currently payable	\$	48,706		800		
Deferred		77,800	(	15,700)		
	<u>\$</u>	126,506	(\$_	122,800)		

The Company's deferred tax asset is as follows:

	December 31,				
		2003		2002	
Current deferred tax asset Noncurrent deferred tax asset Current deferred tax liability	\$	13,200 62,500)	\$	11,800 16,700	
Net deferred tax asset (liability)	( <u>\$</u>	49,300)	<u>\$</u>	28,500	

At December 31, 2003, income taxes payable consists of federal and franchise taxes payable of approximately \$32,000 and \$11,000, respectively. At December 31, 2002, the net income tax receivable consists of \$107,900 receivable from the benefit of the 2002 federal NOL carryback less approximately \$44,600 of federal income tax payable for 2001 taxes. At December 31, 2002, income taxes payable consists of approximately \$13,500 (including penalty and interest) of franchise tax payable for 2001 taxes. The Company has a California NOL carryover of approximately \$146,000, which is suspended until 2004 and expires in 2013.

#### **NOTE 7 – Commitments and Contingencies**

#### Lease

The Company conducts its operations in leased office space under a noncancelable operating lease, which expires in July 2006. In general, the office lease provides for payment of taxes, maintenance and insurance by the Company. The Company subleases a portion of its office space to various consulting customers on a month-to-month basis.

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

#### **NOTE 7 – Commitments and Contingencies (Continued)**

#### Lease (Continued)

Future minimum lease commitments under this lease are as follows:

Year Ending December 31,	
2004	\$ 51,974
2005	51,974
2006	30,318
	<u>\$ 134,266</u>

Rent expense, including all operating leases and common area services and costs, totaled approximately \$122,500 and \$124,600 for the years ended December 31, 2003 and 2002, respectively.

Sublease income for each of the years ending December 31, 2003 and 2002 totaled approximately \$40,700 and \$48,000, respectively, and is included in other income.

#### Clearing Broker Agreement

The Company has a clearing agreement with a clearing broker. Under the terms of the agreement, the Company is required to maintain a fidelity bond minimum coverage of \$500,000 and a deposit totaling \$250,000. The deposit is maintained in cash and cash equivalent funds. In addition, the Company is contingently liable to the clearing broker in the event of nonperformance by its introduced customers. It is the Company's policy to continuously monitor its exposure to this risk.

#### **NOTE 8 - Net Capital Requirements**

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. The following summarizes the Company's compliance with such requirements:

	Decem	December 31,	
	2003	2002	
Net capital Required net capital	\$ 164,521 100,000	\$ 283,341 100,000	
Excess net capital	<u>\$ 64,521</u>	\$ 183,341	
Aggregate indebtedness to capital	1.16 to 1	.27 to 1	

#### NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2003 AND 2002

#### **NOTE 9 - Related Party Transactions**

During 2003 and 2002, the Company loaned funds to the common stockholder and an employee of the Company. The loans are due on demand and are unsecured with interest, ranging from 5% to 7%. The balance of approximately \$149,900 at December 31, 2003 is due from the stockholder. The balance of approximately \$100,600 at December 31, 2002 is due from the stockholder and an employee. These loans are listed as notes receivable on the statements of financial condition. Interest income approximated \$5,800 and \$6,100 during 2003 and 2002, respectively. At December 31, 2002, the Company also had an unsecured receivable from the preferred stockholder of \$59,300, which represented unpaid rent. This amount is included in other receivables on the statements of financial condition.

#### **NOTE 10 - Stock Warrant**

During the year ended December 31, 2003, in connection with providing consulting services, the Company received a stock warrant purchase agreement. The agreement allows the Company to purchase 571,428 shares of common stock of American Dairy Inc. (ADI), at any time until August 28, 2006, at an exercise price of \$1.75 per share. The agreement contains provisions restricting transferability and rights to the common stock. As of December 31, 2003, ADI's stock has been available only under private offerings. The Company believes that the fair market value would approximate its cost in exercising its purchase option.

#### NOTE 11 - Supplemental Disclosures of Cash Flow Information

	December 31,	
	2003	2002
Cash paid during the year for:		
Interest paid	\$354	\$242
Income taxes paid	\$800	\$800

#### Noncash Transaction:

During 2003, the Company redeemed all of its preferred stock outstanding by offsetting its \$100,000 receivable from the preferred stockholder for unpaid rent.

#### SUPPLEMENTARY INFORMATION

# SCHEDULE I COMPUTATION OF NET CAPITAL PURSUANT TO UNIFORM NET CAPITAL RULE 15c3-1 AND RECONCILIATION WITH COMPUTATION INCLUDED IN THE COMPANY'S CORRESPONDING UNAUDITED FORM X-17A-5 PART HA FILING DECEMBER 31, 2003

CREDITS Stockholders' equity per Company's unaudited X-17A-5 Part IIA filing Net audit adjustments Stockholders' equity	\$1,020,402 ( <u>197,660)</u> 822,742
ADD Other allowable credits – deferred income taxes payable Stockholder's equity and allowable credits	66,230 888,972
Nonallowable assets: Deposit in transit Other investments Receivables from non-customers Securities not readily marketable Fixed assets Prepaid expenses Other assets	20,000 311,845 174,027 182,894 13,034 10,563 8,968 721,331
NET CAPITAL BEFORE HAIRCUT ON SECURITIES POSITIONS (TENTATIVE NET CAPITAL)	167,641
HAIRCUT ON SECURITIES Trading securities – corporate stock Money market – mutual fund	1,810 1,310 3,120
NET CAPITAL	164,521
MINIMUM NET CAPITAL REQUIREMENTS - THE GREATER OF \$100,000 OR 6-2/3% OF AGGREGATE INDEBTEDNESS OF \$191,419	100,000
Excess net capital	<u>\$ 64,521</u>
Excess net capital at 1000%	<u>\$ 45,379</u>
RATIO: AGGREGATE INDEBTEDNESS TO NET CAPITAL	1.16 to 1
NET CAPITAL PER COMPANY'S UNAUDITED FORM X-17A-5 Part IIA filing Net audit adjustments	\$ 187,560 ( <u>23,039</u> )
NET CAPITAL PER REPORT PURSUANT TO RULE 17A-5	<u>\$ 164,521</u>
AGGREGATE INDEBTEDNESS PER COMPANY'S UNAUDITED FORM X-17A-5 Part IIA filing Net audit adjustments	\$ 171,451 19,968
AGGREGATE INDEBTEDNESS	<u>\$ 191,419</u>

#### SUPPLEMENTARY INFORMATION

#### SCHEDULE II DECEMBER 31, 2003

1. Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3:

Not applicable because the Company has complied with the exemptive provisions of Rule 15c3-3 as of December 31, 2003.

2. Information Relating to Possession or Control Requirements Under Rule 15c3-3:

Not applicable because the Company has complied with the exemptive provisions of Rule 15c3-3 as of December 31, 2003.

Established 1926

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# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5 FOR A BROKER-DEALER CLAIMING AN EXEMPTION FROM SEC RULE 15c3-3

To the Board of Directors of American Eastern Securities, Inc.

In planning and performing our audit of the financial statements and supplemental schedules of American Eastern Securities, Inc. (the Company), for the year ended December 31, 2003, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons.
- 2. Recordation of differences required by Rule 17a-13.
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with

reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2003 to meet the SEC's objectives.

This report is intended solely for the information use of the Board of Directors, management, the SEC, the National Association of Securities Dealers, Inc., and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Long Beach, California January 30, 2004

Windes & Mc Claughy